



DC Power line Undergrounding



Pepco Procurement & Contracting Approach, Timeline, and Vendor Registration Process

Presented by: Reginald McCauley, Director, Supply Chain
September 18, 2014

Agenda

- Procurement approach
- Procurement opportunities
- Procurement strategy
- Newly created jobs
- Timeline
- Vendor qualification and bid evaluation process
- Vendor registration process
- Summary

Procurement Approach

- Procure materials and services in a manner consistent with the goals of the Electric Company Infrastructure Improvement Financing Act of 2014 (the Act)
- Consult with members of the local and Certified Business Enterprise (CBE) community to increase our understanding of capabilities and capacity
- Structure Request for Pricing (RFP) to maximize local and CBE participation and contract awards

Procurement Opportunities

- Electrical cable installation
- Field inspection
- Traffic control
- Electrical Engineering
- Material – Electrical cable

Procurement Strategy

- Increase local and CBE capability and capacity for the identified procurement opportunities prior to and during the duration of DC PLUG
- Encourage the vendor community, including local and CBE to propose creative solutions that are consistent with the Act
- Stay in contact with the local and CBE community to understand what's working and improvement opportunities
- Be flexible enough to implement process improvements

Newly Created Jobs Approach

- The vast amount of new jobs will occur with vendors that receive contracts
- Contract terms & conditions will include requirements that vendor hiring is consistent with the Act
- Target job outreach and recruiting to maximize hiring consistent with the Act

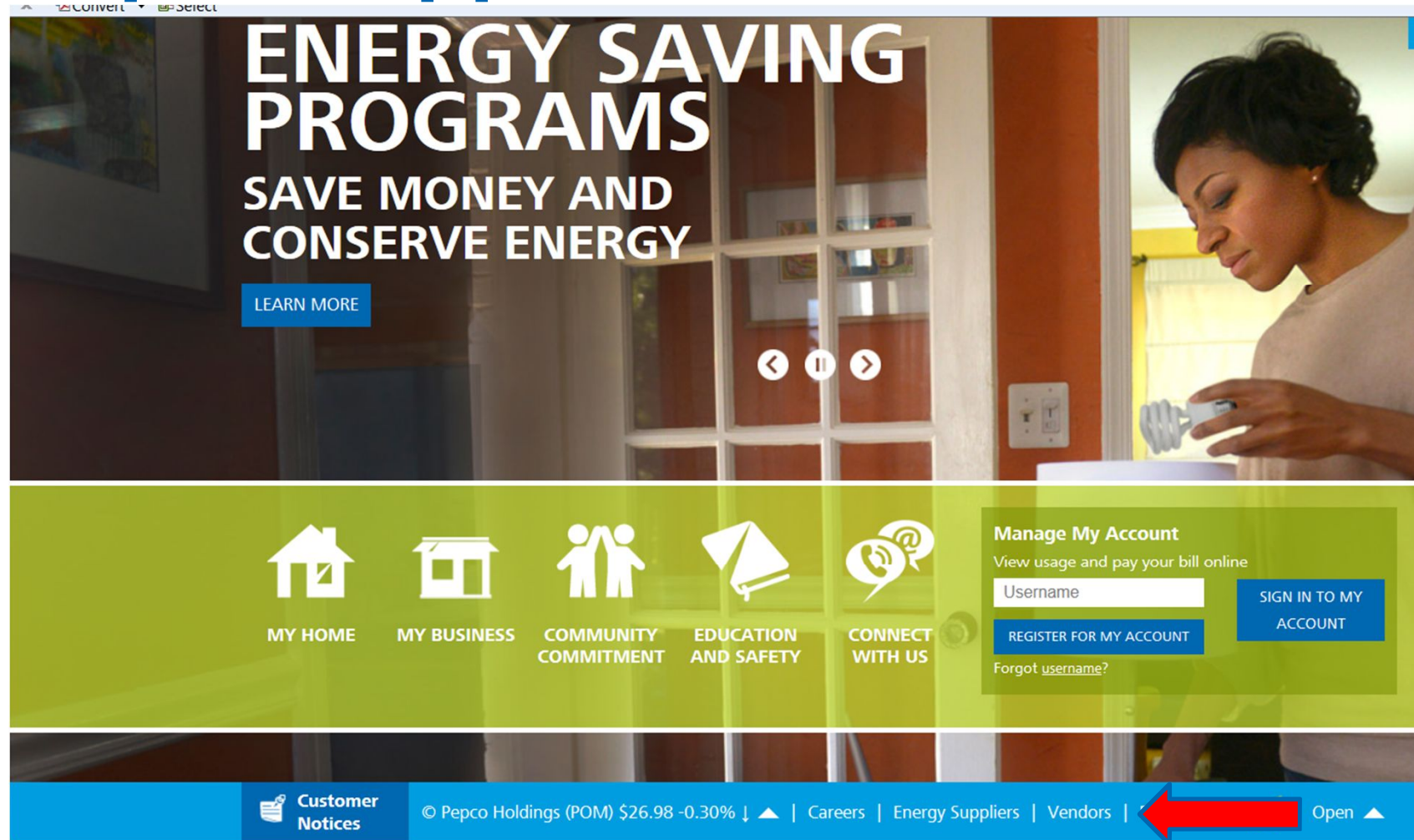
Procurement Timeline

- September, 2014 and ongoing – meetings with registered local vendors and CBEs
- November, 2014 – Issue RFPs to increase local and CBE capabilities and capacity
- January, 2015 – Award capability and capacity contracts
- March, 2015 – Issue RFP for work
- April, 2015 – Issue RFP electrical work
- May, 2015 – Award civil engineering contract
- July, 2015 – Award electrical work contract


Pepco's Vendor Qualification & Bid Evaluation Process




- Safety
 - Experience Modification Rate (EMR)
 - Safety program
 - Safety performance
- Adherence to the Act
- Financial Condition
 - D&B report
 - Or 2 years income statements and balance sheets
- Technical Competence
 - Related work history
 - References

Pepco Supplier Database



Go to www.pepco.com and choose **Vendors** on the bottom navigation bar then “click here” on next page

 Pepco Holdings Inc

 ABOUT US
  COMMUNITY COMMITMENT
  INVESTOR RELATIONS

- ABOUT US
- EXELON TO ACQUIRE PHI
- ▶ LEADERSHIP
- ▶ CORPORATE GOVERNANCE
- CORPORATE CITIZENSHIP AND SOCIAL RESPONSIBILITY
- FERC STANDARDS OF CONDUCT
- SHARE OWNERSHIP GUIDELINES
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- ▼ DO BUSINESS WITH PHI
 - ▶ Energy Suppliers
 - ▼ Vendors
 - Investment Recovery
 - Supplier Registration
 - Online Procurement
 - Materials and Services

VENDORS

Our primary mission is to maximize the value created for PHI, our shareholders and our customers by efficient and effective expenditure of funds for required materials and services.

To accomplish this we:

- Develop, implement and manage the strategic and operational functions of the entire PHI supply chain to meet the operating, financial and service goals of our dynamic businesses
- Recognize the value of diversity in every aspect of company operations; we strive to do business with qualified diverse suppliers
- Work with our suppliers and internal customers to enable the efficient procurement of materials and services via electronic commerce, thus streamlining procurement transactions and processes
- Provide maximum added value to our internal customers and maximize PHI's return on investment, while developing a mutually beneficial relationship with our strategic suppliers
- Seek to continually improve value to PHI by utilizing best practices and developing continuous improvements programs with existing or new sources of supply

CONTACT STRATEGIC SOURCING

By Mail: PHI Strategic Sourcing

630 Martin Luther King, Jr. Blvd.
Wilmington, DE 19899-0231

Mail: supply.chain@pepco.com



On the next screen choose **Supplier Registration** on the left navigation bar and then on “click here” next page

ABOUT US

EXELON TO ACQUIRE PHI

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▶ CORPORATE GOVERNANCE

CORPORATE CITIZENSHIP AND
SOCIAL RESPONSIBILITY

FERC STANDARDS OF CONDUCT

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Investment Recovery

Supplier Registration

Online Procurement

Materials and Services

SUPPLIER REGISTRATION

REGISTER

Our primary mission is to maximize the value created for PHI, our shareholders and our customers by efficient and effective expenditure of funds for required materials and services.

To accomplish this we:

- Develop, implement and manage the strategic and operational functions of the entire PHI supply chain to meet the operating, financial and service goals of our dynamic businesses.
- Recognize the value of diversity in every aspect of company operations; we strive to do business with qualified small, minority-owned and protected class businesses.
- Work with our suppliers and internal customers to enable the efficient procurement of materials and services via electronic commerce, thus streamlining procurement transactions and processes.
- Provide maximum added value to our internal customers and maximize PHI's return on investment, while developing a mutually beneficial relationship with our strategic suppliers.
- Seek to continually improve value to PHI by utilizing best practices and developing continuous improvements programs with existing or new sources of supply.

To Register as a Potential Supplier, [click here](#).

CONTACT STRATEGIC SOURCING

By Mail: PHI Strategic Sourcing
630 Martin Luther King, Jr. Blvd.
Wilmington, DE 19899-0231

By e-mail: supply.chain@pepco.com

To register as a
potential supplier
click here

Pepco Holdings Inc



ABOUT US



COMMUNITY
COMMITMENT



INVESTOR
RELATIONS



NEWSROOM



CONNECT
WITH US



OUR
COMPANIES

REGISTER

TAX ID:(xx-xxxxxx)

Company Name:

Address:

City:

State:

Zip:

Phone:(xxx-xxx-xxxx)

Fax:(xxx-xxx-xxxx)

Email:

First Name:

Last Name:

Validation Image *

Please type the characters you see in this image

in the space provided below case insensitive).

Complete the initial registration page (4%) this will include your tax ID #, company name, address, phone numbers, contact person and contact email address

Pepco Holdings Inc



ABOUT US



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WITH US



OUR
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Your form has been submitted successfully.

You will be receiving an email shortly with a link to the supplier registration form which needs to be completed in order to be considered for inclusion in PHI's on-line supplier directory.

Please note that PHI makes no commitments, expressed, implied or otherwise, that the on-line supplier directory will result in a request for proposal (RFP) and/or business transaction.

If you have questions, please contact us at supplierregistration@pepcoholdings.com.

You should receive this notice once you have successfully submitted your initial registration

From: Database, PHI Supplier

Thank you for your interest in doing business with PHI. PHI has developed an on-line database for collecting company profiles known as our Supplier Directory.

This directory can be used by our purchasing agents as a tool for locating vendors for possible inclusion in an RFP.

Suppliers wishing to be listed in the directory as diverse suppliers must be certified by a local, regional or national certifying agency and MUST post a copy of your diverse business ownership certification in the **"Attach Files"** section of your supplier profile. If you are in the process of becoming certified, you may post a note to that effect in the "Attach Files" section of your supplier profile

Please know that this is a directory of potential vendors and does not place your company on a qualified bidders list. PHI makes no commitments, expressed, implied or otherwise, that the on-line supplier directory will result in a request for proposal (RFP) and/or business transaction.

To access the on-line supplier profile, please click below on the "Supplier Diversity Web Site" link, enter the User Name and Password provided in this email. We recommend that you cut and paste instead of retyping this information and be sure not to include any extra spaces. You will be prompted to create a new password.

If you have questions, please contact Donna Gambino supplierdatabase@pepcoholdings.com or 202-872-3188 or Geri Harsha at 202-872-2141 / gmharsha@pepco.com.

Thank you,

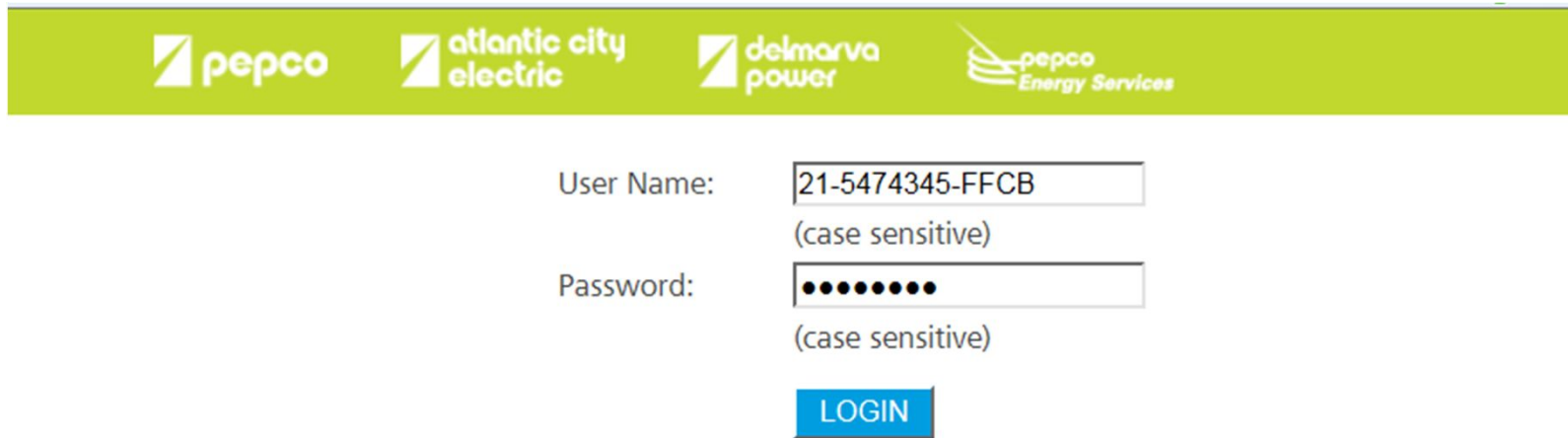
Manager, Supplier Diversity

Your User Name: 21-2345678-CDA3
Your Password: 426ff33f

Note:

You will receive this email within 24-48 hours . This email may go to the "junk" folder in some email programs. If you have not received your email in 48 hours, please check you junk mail folder before contacting Pepco.

Supplier Diversity Web Site: <https://webapps.pepcoholdings.com/supplierdiversity/>



pepco atlantic city electric delmarva power pepco Energy Services

User Name:
(case sensitive)

Password:
(case sensitive)

[LOGIN](#)

After you have received your email and followed the link embedded in the email, you will land on this sign-in page, copy and paste the ID and password you were given, do not include any blank spaces before or after, as this will cause an error message



User Name:

Old Password:

New Password:

Repeat New Password:

Password:

[CHANGE PASSWORD](#)

Password must be at least 8 characters. Must contain at least one lower case letter, one upper case letter, one digit and one special character. Valid special characters are @ # \$ % ^ & + =

On the next screen, you will need to change your password to something of your choosing. Your password will need to be at least eight characters long and contain at least one capital letter and one special character. Valid characters are @ # \$ % ^ & + =

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CHANGE PASSWORD

CONTACT PHI

ABOUT

WHAT IS NEW?

LOG OUT

COMPANY INFORMATION

TAX ID: 21-5474345

Company Name:

test #3

State:

MD

Zip:

21114

Fax:

777-888-9999

Contact Person First Name:

Donna

EDIT

Address:

test

City:

test

Phone:

444-555-6666

Email:

dlgambino@pepco.com

Contact Person Last Name:

Gambino

You will need to click on each topic on the left navigation and complete all sections (we are aware that there may be individual questions that will not pertain to every business.) It is important that you visit each section so we get a name and date stamp for each page indicating that you viewed the page. A complete profile will indicate a 96% completion



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CHANGE PASSWORD

BUSINESS INFORMATION

TAX ID:

21-5474345

Incorporation Date: *

Date Business Started: *

Incorporation State: *

Bonding Capacity(\$): *

50,000 - 150,000

Number Of Employees: *

Company Union: *

No

Affiliation:

Annual Sales(\$): *

0 - 1,000,000

Prefer Contact Via: *

Email

UPDATE

CANCEL

Note: * Items are required

Sample page

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GEOGRAPHIC SERVICE AREA

TAX ID:

21-5474345

☐ .International

☐ .National

☐ .Regional

☐ Atlantic City Electric Region - Southern New Jersey

☒ DC

☐ DE

☐ Delmarva Power/Bay Region - Kent & Sussex County, DE and the Eastern Shore,

☐ Delmarva Power/New Castle Region - New Castle County, DE, Harford, Cecil Co

☒ MD

☐ NJ

☐ PA

☐ Pepco - DC

☐ Pepco - Montgomery County

☐ Pepco - Prince George's County

☐ VA

◀ ||| ▶

EDIT

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SUPPLIER TYPE

TAX ID:

21-5474345

- ☐ Carrier
- ☐ Consultant
- ☐ Contractor
- ☐ Corporation
- ☐ Distributor
- ☐ Division
- ☐ Factory Representative
- ☐ Manufacturer
- ☐ Non Profit
- ☐ Partnership
- ☐ Retailer
- ☐ Service Provider
- ☐ Sole Proprietor
- ☐ Wholesaler

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NAICS CODES

TAX ID:

21-5474345

- ☐ 335313 - Switchgear and switchboard apparatus manufacturing;
- ☐ 335911 - : Storage battery manufacturing
- ☐ 517919 - 517919
- ☐ 561___ - Administrative and Support Services
- ☐ 333912 - Air and Gas Compressor Manufacturing
- ☐ 333415 - Air Conditioning & Warm Air Heating Equip., Commerical & Ind...
- ☐ 333411 - Air Purification Equipment Manufacturing
- ☐ 333999 - All Other Misc General Purpose Machinery Manufacturing
- ☐ 423110 - Automobile & Other Motor Vehicle Merchant Wholesalers
- ☐ 541611 - BUSINESS CONSULTING
- ☐ 515210 - Cable and Other Subscription Programming
- ☐ 443130 - Camera and Photographic Supplies Stores
- ☐ 561740 - Capet and Upholtery Cleaning
- ☐ 423520 - Coal and Other Mineral and Ore Merchant Wholesalers
- ☐ 811310 - Commercial and Industril Machinery and Equipment Repair / Ma...
- ☐ 236220 - Commercial and Institutional Building Construction
- ☐ 323113 - Commercial Screen Printing
- ☐ 323110 - Commerical Lithographic Printing

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MATERIALS

TAX ID:

21-5474345

- ☐ AMI/Advanced Metering
- ☐ Aquatic Vehicles
- ☐ Ash Handling Equipment
- ☐ Auto Glass
- ☐ Battery & Charger
- ☐ Boilers
- ☐ Books (employee or customer - training, education, customer support, etc)
- ☐ Bottled Water
- ☐ Bulk Mail
- ☐ Bus - Substation
- ☐ Bushings
- ☐ Cable and Wire
- ☐ Cable, Substation
- ☐ Capacitors
- ☐ Carpeting and Floor Covering
- ☐ Chemicals
- ☐ Coal Handling Equipment
- ☐ Combustion Turbine

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SERVICES

TAX ID:

21-5474345

- ☐ Access Road Construction
- ☐ Advertising/Public Relations
- ☐ Aerial Inspection
- ☐ Aerial Photography
- ☐ Ash Handling Equipment
- ☐ Asphalt /Concrete Curb Gutter
- ☐ Audio Visual
- ☐ Automated Billing Services
- ☐ Battery & Charger
- ☐ Boilers
- ☐ Building Maintenance/Repair
- ☐ Call Center
- ☐ Carpeting and Floor Covering
- ☐ Catering/Vending Machines/Food Service
- ☐ Civil Site Preparation
- ☐ Coal Handling Equipment
- ☐ Collection Agency

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FINANCIAL INFORMATION

TAX ID:

21-5474345

Is your company publicly held?

Select Yes or No

If publicly held, please attach most recent annual report, income statements and balance sheets and recent (within three months) Comprehensive Dun and Bradstreet report. If privately held, please attach most recent audited financial statements and recent (within three months) Comprehensive Dun and Bradstreet report.

EDIT

Has your organization been in business under a different name? If yes please specify below.

Name Used:

Year:

--	--

ADD

Sample page

COMPANY INFORMATION

► BUSINESS INFORMATION

▼ SAFETY

Quality and Certifications

EMR Ratings

Fatalities

OSHA Recordable Incidents

Lost Work Day Incidents

Total Lost Work Days

Total Hours Worked

Recordable Incident Rate

MARKETING INFORMATION

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ATTACH FILES

SAFETY

TAX ID:

21-5474345

Sample page

Does your firm have a formal safety program? *

No

Do you have a safety orientation program for new hires? *

No

Does your company provide ongoing safety programs for employees?

*

No

Do you conduct project safety inspections? *

No

Does your company have a formal quality control program? *

No

UPDATE

CANCEL

Note: * Items are required

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TAX ID:

21-5474345

Corporate Website:

Online Catalog:

EFT Capability: *

No



Credit Card Accepted: *

No



UPDATE

CANCEL

Note: * Items are required

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MAJOR CLIENTS

PROVIDE THREE REFERENCES (USE GAS OR ELECTRIC UTILITY RELATED REFERENCES WHEN POSSIBLE)

TAX ID:

21-5474345

Company Name:

First Name:

Last Name:

Phone:

Email:

ADD

UPDATE

Please provide
at least one
reference.

Experience (as applicable)

Attach a document listing major construction projects your organization has underway on this date with the following information: Project, Owner, Contact Name & Telephone Number, Contract Amount, % Completed and Completion Date.

Attach a list of major construction projects your organization has completed within the past five years with the following information: Project, Owner, Contact Name & Telephone Number, Contract Amount and Completion

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OWNERSHIP INFORMATION

TAX ID:

21-5474345

☐ Small Business

This business is a small business as defined by the

Small Business Administration (SBA)*: <http://www.sba.gov/size/index.html>

☐ Minority Owned Business

This business is 51% owned and controlled by minority U.S. citizens

0

0

0

0

0

☐ Women Owned Business

This business is 51% owned and controlled by women who are U.S. citizens

☐ Veteran Owned Business

This business is 51% owned and controlled by a veteran as defined
by the U.S. Veterans Administration



☐ Disabled Veteran Owned Business

Service disabled veteran <http://www.sbaonline.sba.gov/VETS/program.html>

☐ Handicap/Sheltered Workshop

This is a not-for-profit charitable organization and recognized rehabilitation
program providing handicapped individuals with paid employment

All suppliers choosing one of these diverse ownership categories must be third party certified before Pepco can recognize your company as diverse. If your company is not certified and does not intend to be certified, please do not register as a diverse supplier.



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- CERTIFICATION INFORMATION**
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CERTIFICATION INFO

TAX ID:

21-5474345

☐ Certified Business

This business is certified as a minority or other protected class by a local, regional or federal government certifying agency

☐ D.C. CBE

This business is a D.C. Certified Business Enterprise

☐ SBA HUB Zone Certified

This business is SBA HUBZone certified

☐ SBA 8(a) Certified

This business is SBA 8(a) certified

☐ SAM Registered

This business is registered in the SAM.

If not, you may register at <http://www.sam.gov>

UPDATE

CANCEL

Note: * Items are required

If your company is a diverse supplier, you must be third party certified and attach a copy of the certification to your profile under the attach files section.

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TAX ID:


21-5474345

Browse...

ADD

- 1) Maximum number of files you can attach: 10
- 2) Maximum size of file you can attach: 2 (MB)
- 3) Attachable file extensions: txt, doc, pdf, bmp, gif, jpg.

Download your certification or additional information from this page. If the name of the document is more than 20 characters long, please shorten the name before trying to add to this section.



SUPPLIER DIVERSITY

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TAX ID:	
21-5474345	
Page	Completed
1 Attached Files	No
2 Business Information	Yes
3 Certification Information	Yes
4 Company Information	Yes
5 Different Name Used	No
6 EMR Rating	No
7 Fatalities	No
8 Financial Information	Yes
9 Lost Work Day Incidents	No
10 Major Clients	Yes
11 Marketing Information	Yes
12 Materials	Yes
13 NAICS Codes	Yes
14 OSHA Records	No
15 Ownesrship Information	Yes
16 Quality and Certifications	No
17 Recordable Incident Rate	No
18 Safety Information	No
19 Service Areas	Yes
20 Services	Yes
21 Supplier Types	Yes
22 Total Hours Worked	No
23 Total Lost Work Days	No
Percent Complete:	52 %

PHI (Pepco) understands that not all sections will pertain to every supplier. If your percentage of completion is less than 96%, but you completed all that pertains to you and have attached your certification you are complete.



Summary

- Pepco's approach to contracting and hiring will be consistent with the Act
- Pepco will grow local and CBE capability and capacity prior to and during DC PLUG
- Consistency with the ACT will be a requirement of all Pepco DC PLUG contracts
- Pepco expects that the vast amount of new jobs will occur with the vendors that receive contracts
- Pepco will target job outreach and recruiting to maximize hiring consistent with the Act